Brandon Barnes

Atlanta, GA 12345 • (305)763-6578

Brandoncbarnes1@gmail.com • linkedin.com/in/brandonbarnes-0a16a8131

Beer/Wine Manager | Sales Manager

*Accomplished professional with more than 10 years’ experience in retail and beverage industry. Proven success in conducting detailed trend analysis, managing new store openings, overcoming issues to prevent loss, assessing market data, and exceeding sales goals. Capable of reviewing sales orders and pricing, identifying and addressing any account related issues, and maintaining professional networks with major customers in assigned territory. Competent individual with excellent team leadership qualities, directing diverse, high functioning teams focused on achieving set goals. Committed to superior services through positive attitude and leadership within fast-paced environment.*

— Areas of Expertise —

Sales Management | Account Development | Training & Education | Human Resource Management

Inventory Management | Process Optimization | Event Planning | Revenue Maximization

Hiring & On Boarding | Strategic Planning | Customer Satisfaction | Team Leadership

Professional Experience

Company Name, Location Feb 2020 – Present

**Assistant Wine Manager**

Supervise, manage, and support team members with executing routine operations to maintain efficiency. Liaise and function closely with distributors and sales representative on new products, work on setting pricing, and discuss margins with Owner and GM. Expertly utilize "sevenfifty" program daily to track products for the store and customers. Competently deliver active functional support to customer on sales floor with Wine, Spirits, Beer and cigars.

*Key Contributions:*

* Built an effective communication network with distributors that aids in contacting for special orders as well as consistently followed up with customers.
* Demonstrated efficiency while receiving, processing, and merchandising deliveries as well as maintaining floor displays with high margin products.
* Carried out detailed discussion with the Owner and GM to determine what new wines will be in inventory.

Total Wine & More, Atlanta, GA Aug 2011 – Dec 2019

**Wine/Spirits/Beer Manager**, 20XX – 20XX

Planned, conducted, and managed holiday service team member trainings, new store opening trainings, and Cicerone® training to improve skills, performance, and productivity. Developed detailed presentation on wine and beer products and delivered in district sales meetings. Supervised and expertly managed consumer beer classes for three years consecutively as well as monitored wine and spirits consumer classes and organized private events. Participated in the Premiere Napa Valley Wine Auction in Feb 2018 (please specify the purpose of attending the Premiere Napa Valley Wine Auction).

*Key Contributions:*

* Significantly increased store winery direct penetration Y-o-Y and to budget over 50bps (please specify how you increased store winery direct penetration Y-o-Y).
* Demonstrated broad scope of industry knowledge and skills while conducting 50+ wedding consultations in store.
* Implemented best practices and procedures to ensure effective management of the beer department featuring domestic, craft, and rotating seasonal products.
* Liaised and functioned closely with beer distributors to guarantee proper merchandising, filing, and signage of product on shelf and floor displays.

**Inventory Manager**, 20XX – 20XX

Rendered expert services as an Inventory Manager; maintained appropriate level of inventory by conducting weekly and daily counts on products. Competently delivered active functional support in the opening of four new stores in Florida, Georgia, Texas, and Tennessee. Reviewed and timely processed weekly bill balance of multiple purchase orders.

*Key Contributions:*

* Coordinated and functioned closely with LPRBP on top shrink items and formulated action plans to significantly minimize shrink internally and externally.
* Guaranteed accuracy while counting bulk product shipments and organized product shipments to optimize efficiency.
* Could you elaborate further on the duties and accomplishments related to this position?

**Human Resources Manager,** 20XX – 20XX

Delivered expertise as an HR Manager; contributed in planning and developing employee schedule and reconciliation of timecards. Supervised all activities related to maintaining complete record of all employees’ documentation and termination.

*Key Contributions:*

* Administered and controlled all recruitment functions to ensure successful seasonal hiring and on boarding for Q4 in all departments.
* Please provide me with your key accomplishments/contributions for this role; anything that we can measure with $, %, or # would work great!

*Additional experience as* ***Cashier/Merchandiser*** *at Party City, Miami, FL, as* ***Cashier*** *at Whole Foods Market, Miami, FL, and as* ***Pharmacy Technician*** *at CVS Pharmacy, Miami, FL*

Education and Credentials

**Associates in Arts Degree**, Miami Dade College/ Miami, FL, 2018

**Pharmacy Technician Diploma**, Everest Institute/ Miami, FL

**Licensure/Certification**

**Total Spirits Professional, 2019**: Mastery of distillation, production and general expertise of spirits

**Total Wine Professional, 2017**: Completion of seven rigorous wine examinations covering geography, regulations, techniques and producers

**Certified Beer Server, 2013**: Worldwide accreditation that covers several beer topics including history, glassware, proper serving techniques and pairings

**ABC Certified Bartender**: Trained & certified in mixology, glassware and serving.